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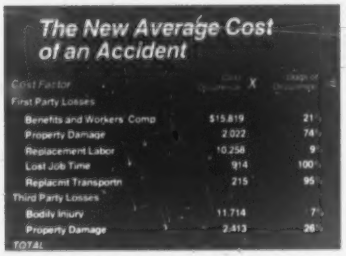
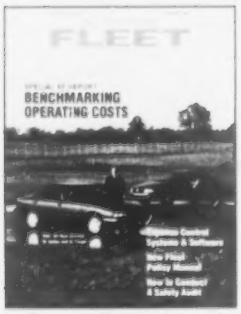
Influencing the management of 5,072,000 cars and 2,209,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.



Page 26 — *The costs of accidents are higher than previously thought — much higher.*

Page 52 — *Utility fleets will be the pioneers in alternate fuel conversions to comply with Clean Air legislation.*



On the Cover—*Oldsmobile's National Fleet Sales Director Dick Lynch introduces the Achieva SL Coupe and Achieva SL Sedan, which are all-new for the 1992-model year. Cover photo courtesy of Thomas Gennara.*

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New Comprehensive Data for Benchmarking Operating Costs

The operating expenses for 549,000 vehicles managed by five fleet leasing companies are composited to provide a cost-measurement benchmark for commercial fleets. How does your fleet compare against these averages?

Overall operating expenses, on average, for intermediate- and compact-sized cars increased in the past 24 months, while those for light-duty trucks decreased, according to a survey by *Automotive Fleet* magazine among the industry's five largest fleet leasing and management companies.

Specifically, operating expenses for intermediate- and compact-sized cars increased in terms of fuel, tires, and maintenance/repair costs, while only oil expenses remained relatively static. (See Charts 1 and 2.)

In terms of light-duty trucks, a decrease in fuel expenditures (presumably because of increased fuel efficiency in Classes 1 and 2 pickups), along with decreased maintenance expenses, are the primary factors accounting for lower operating expenses. (See Charts 3 and 4.)

The vehicles surveyed in this study are managed by the following fleet management and leasing companies: ARI; GE Capital Fleet Services; PHH FleetAmerica; United States Fleet Leasing; and Wheels.

The Purpose of the Study

Every well-run fleet operation records and monitors vehicle operating expenses such as the costs for fuel, oil, tires, and vehicle maintenance and repair. Although this data is useful to benchmark internal rises or decreases in annual operating expenditures, it doesn't indicate how cost-efficient your fleet operation is in relation to other fleets nationwide.

For the past several years, deter-

Operating Costs for Intermediate/Compact Cars (July 1990-June 1991)

Chart 1.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	4.95¢	$101.27	5.01¢	$102.50	5.00¢	$102.30
Oil	.20¢	$4.09	.22¢	$4.50	.22¢	$4.50
Tires	.15¢	$3.06	.37¢	$7.57	.53¢	$10.84
Maintenance/Repair	.53¢	$10.84	1.36¢	$27.82	1.72¢	$35.19
Warranty Recovery	(.01¢)	($0.20)	(.02¢)	($0.40)	(.02¢)	($0.40)
Total Operating Costs	**5.82¢**	**$119.06**	**6.94¢**	**$141.99**	**7.45¢**	**$152.43**

Operating Costs for Intermediate/Compact Cars (July 1989-June 1990)

Chart 2.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	4.60¢	$94.02	4.53¢	$92.59	4.56¢	$93.20
Oil	.21¢	$4.29	.21¢	$4.29	.21¢	$4.29
Tires	.11¢	$2.24	.35¢	$7.15	.47¢	$9.60
Maintenance/Repairs	.29¢	$5.92	1.21¢	$24.73	1.67¢	$34.13
Warranty/Recovery	(.03¢)	($0.61)	(.02¢)	($0.40)	(.01¢)	($0.20)
Total Operating Costs	**5.18¢**	**$105.86**	**6.28¢**	**$128.36**	**6.90¢**	**$141.02**

mining the answer to this question has been difficult to discern. The reason is the lack of available industry-wide data. For instance, the last industry-wide operating cost survey was conducted by the National Association of Fleet Administrators in 1988, while the American Automotive Leasing Association discontinued tracking operating expenses among its member fleet leasing companies several years prior. Secondly, fleet leasing and management companies that track and record this data regard it as proprietary and have historically only shared their composited data with client fleets.

To provide fleet managers with current industry-wide statistics to benchmark against their own operating expenses, *Automotive Fleet* recently surveyed the five largest fleet leasing and management companies to composite their lessees' vehicle operating expenses for the past 24 months — July 1989 to June 1991.

Operating expenses are defined to include those costs directly related to operating a vehicle, namely fuel, oil, tires, and maintenance and repair. (The cost of accident repairs was not included in the maintenance/repair category in Charts 1-4.)

The operating cost data solicited from fleet lessors was segmented into the following categories:

Operating Costs for Light-Duty Trucks (July 1990-June 1991)

Chart 3.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	6.64¢	$135.85	6.68¢	$136.67	6.68¢	$136.67
Oil	.23¢	$4.70	.24¢	$4.91	.25¢	$5.11
Tires	.26¢	$5.31	.65¢	$13.29	.92¢	$18.82
Maintenance/Repairs	.65¢	$13.29	1.77¢	$36.21	2.50¢	$51.15
Warranty Recovery	(.01¢)	($0.20)	(.01¢)	($0.20)	(0.00¢)	($0.00)
Total Operating Costs	**7.77¢**	**$158.95**	**9.33¢**	**$190.88**	**10.35¢**	**$211.75**

Operating Costs for Light-Duty Trucks (July 1989-June 1990)

Chart 4.

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month	Cost Per Mile	Dollars Per Month
Fuel	7.28¢	$146.83	7.05¢	$142.19	7.03¢	$141.79
Oil	.23¢	$4.63	.23¢	$4.63	.23¢	$4.63
Tires	.26¢	$5.24	.78¢	$15.73	1.06¢	$21.38
Maintenance/Repairs	.56¢	$11.29	1.99¢	$40.13	2.93¢	$59.09
Warranty Recovery	(.02¢)	($0.40)	(.01¢)	($0.20)	(.00¢)	($0.00)
Total Operating Costs	**8.31¢**	**$167.59**	**10.04¢**	**$202.48**	**11.25¢**	**$226.89**

• Composited operating expenses incurred for 238,570 intermediate and compact cars in service between July 1990 to June 1991. For comparison, composited operating expenses were also compiled for 132,517 intermediate and compact cars between July 1989 to June 1990. (The reason for focusing on intermediate and compact-sized units is because these vehicles represent 62 percent of all fleet purchases in the 1990-model year, and to avoid diluting these composited statistics with the lower operating expenses associated with subcompacts and the higher expenses incurred by larger vehicles.)

• The second segment of the study includes the composited operating expenses for 108,052 light-duty trucks (Classes 1 and 2) in service between July 1990 to June 1991. This data can be compared against the operating expenses incurred for 70,572 light-duty trucks in operation between June 1989 and July 1991.

Furthermore, to provide specific operating expenses for vehicles at different stages of their service lives, the average operating expenses for both cars and trucks are broken out within three mileage bands: less than 24,000 miles, 24-48,000 miles, and more than 48,000 miles.

In addition to operating expenses, *Automotive Fleet* also requested the five participating fleet leasing and management companies to provide the average months in service, average mileage, and depreciation expenses for the surveyed units.

In order to keep this data proprietary, the expenses reported by each company were averaged together to create a composite figure. w

Average Monthly Depreciation Expense for Intermediate/Compact Cars: 1991 vs. 1990

Year	Average Monthly Miles	Average Service Life	Average Original Cost	Monthly Depreciation Cost in Cents per Mile	Depreciation Dollars per Month
1991[1]	2,046	28.9	$12,538	12.9¢	$275.19
1990[2]	2,044	28.7	$12,282	12.1 ¢	$251.73

[1] July 1990-June 1991 [2] July 1989-June 1990

Chart 5.

Average Monthly Depreciation Expense for Light-Duty Trucks 1991 vs. 1990

Year	Average Monthly Miles	Average Service Life	Average Original Cost	Monthly Depreciation Cost in Cents per Mile	Depreciation Dollars per Month
1991[1]	2,046	38.4	$13,455	12.5¢	$264.81
1990[2]	2,017	36.4	$12,575	10.5¢	$216.81

[1] July 1990-June 1991 [2] July 1989-June 1990

Chart 6.

How Safe Is Your Fleet?

Fleet managers can significantly lower corporate costs by reducing the number of annual accidents involving company vehicles. Presented below is a six-step fleet safety audit and an accident cost calculation model.

The following article is based on fleet safety presentations given by PHH FleetAmerica's Senior Vice President of Diversified Services Tom Andrews on the true cost of accidents, and Senior Vice President of Strategic Marketing Jim Noonan on how to perform a safety audit on a company fleet. Both presentations were made at General Motors' Fleet Safety Symposium held last summer in Dearborn, MI.

Improving driver safety and reducing a fleet's accident rate are major concerns among fleet managers. But where does a manager begin to improve a fleet's safety record? To take the guesswork out of gauging a fleet's safety performance, presented below is a six-step safety audit that walks a fleet manager step-by-step through the process of developing and implementing an effective fleet safety program. By conducting this safety audit, a fleet manager can identify and rectify the areas of vehicle risk, company liability, and underwriting costs within his or her fleet operation.

1 STEP Assemble a Safety Team

Conducting a vehicle safety audit and implementing a safety program are major endeavors. A fleet manager can't do them alone and needs the assistance of other knowledgeable professionals.

The various managers that should be part of an in-house safety team include the fleet manager, risk manager, human resources manager, sales or service manager (to represent your vehicle user group) and, optionally, a financial or legal representative.

2 STEP Get Expert Help

Another key member of a safety audit team is an automobile safety expert. Where do you find such an individual? You can either locate someone within the company who has safety expertise or hire an outside consultant. Regardless of where this person comes from, this individual should possess the following qualifications:

- Experience in developing a fleet safety policy.
- Knowledge of driver training programs.
- "Real-world" experience in developing, implementing, and operating fleet safety programs.
- Good communication skills.

Industry-wide Fleet Accidents and Injuries

The following data is based on responses from fleet managers to a safety survey conducted by the National Association of Fleet Administrators. This data represents responses for the third quarter of 1991.

Total Number of Fleets Reporting	128
Total Number of Vehicles in Fleets Reporting	77,328
Total Miles Driven	554,529,960
Total Reportable Accidents	4,495
Total Preventable Accidents	2,225
Total Non-Preventable Accidents	2,270
Total Accident Ratio	8.11
Total Preventable Ratio	4.02
Total Non-Preventable Ratio	4.09
Total Vehicular Damage	$3,212,015
Average Vehicle Damage per Reportable Accident	$842*
Personal Injuries	348
Fatalities	4

* Average vehicular damage per reportable accident was computed using the dollar amounts given for 3,817 accidents, since no costs were given for 678 accidents.

STEP 3 Develop a Safety Policy and Checklist

In order to know what should be included in a fleet safety program, a fleet manager needs to evaluate the company's accident history. After reviewing the company's historical risk and identifying the problem areas of the past, you can develop a fleet safety policy and checklist.

A company's fleet safety policy should focus on three elements: drivers, vehicles, and accident analysis.

Drivers: The topics that should be covered include mandatory seatbelt usage for all vehicle occupants; prohibiting drug or alcohol usage while operating a vehicle; whether or not the company's insurance policy covers personal use of a company vehicle; driver training; driver license verification; and driving record evaluations. In addition, determine who is eligible to drive a company vehicle. Hopefully, checks have already been performed to ensure that your primary authorized drivers have valid licenses and appropriate training. But, if personal use is allowed, what do you know about employees' spouses and other family or household members? If others are allowed to drive a fleet vehicle, it's necessary to know certain things — such as whether or not they have a valid driver's license and a good driving record — because no matter who's driving the car, the company may still be liable in the case of an accident.

Vehicle Specifications and Equipment: Is a vehicle suitable for the job it's performing? It's important to specify the permitted usage of fleet vehicles. For instance, do you allow vehicles to be used to tow trailers? Be sure the safety policy ensures that manufacturer-recommended maintenance and safety inspections are performed regularly. This should cover the full maintenance gamut, however, there are many other seemingly minor maintenance checks that can influence the chance of having an accident. For example, does a vehicle's routine maintenance include cleaning the windshields, checking the level of washer fluid, and the tread depth on tires?

Accident Analysis: The final aspect of a safety policy should include such accident analyses as reporting, recordkeeping, and establishing an accident review panel to determine safe driver incentives, the underlying causes of accidents, and specified sanctions for unsafe driving.

STEP 4 Surveying a Fleet's Safety Performance

Now that you've begun to build a safety policy or improve an existing one, compare your current fleet safety performance to find the discrepancies between policy and reality. These are the areas to examine:

Are your employees aware of the company's vehicle safety guidelines? Are records maintained on accidents, vehicle maintenance, and driver training? How is the safety policy communicated to employees?

The safety audit team should interview managers and drivers to find out where they think vehicle safety problems exist. Team members also should review past records, such as physical damage repair invoices, and accident reports.

STEP 5 Quantify Total Accident Costs

Based on the company's vehicle accident history, determine the cost of each accident. These costs can be used to develop an accident cost calculation model (see page 28). A complete report [illegible]

cludes the dollar amounts in the following areas:

- Company employee benefits.
- Workers' compensation.
- Liability to injured parties (50 percent of the time, some liability is involved).
- Legal fees.
- Property damage.
- Lost time on the job.
- Replacement transportation.
- Accident repair.

Also part of this analysis is determining the underlying causes of accidents. For instance, are you experiencing higher accident costs because a regional sales manager doubled the daily sales call quota and you've got tense, hurried drivers speeding on the highways? Some of the underlying causes of accidents don't show up on accident reports — but they may have an important impact on your company's total accident costs.

STEP 6 Prioritize the Implementation Process

Now that the safety audit is complete, where should the implementation process begin?

Areas requiring immediate action are driver training, specifying safety-related equipment on company cars, and instituting a mandatory seatbelt usage policy for drivers and all passengers.

It's important to remember that drivers, not vehicles, cause the majority of accidents. Furthermore, it's a driver's attitude that is the main factor in driver-caused accidents. Speeding, driving aggressively, and drug or alcohol impairment are all related to a driver's attitude behind the wheel.

Although a fleet safety program can significantly reduce operational expenses, the most important reason for implementing such a program is that it can save someone's life. ■

How to Calculate the True Cost of Vehicle Accidents

Until recently, a dollar range of $1,500 to $1,700 was widely accepted as being the average cost of an accident involving a company car. According to PHH FleetAmerica, this dollar range falls far short of the actual cost of an average fleet accident, which in reality costs close to $8,300 per incident.

The New Average Cost of an Accident

Cost Factor	Cost Occurence	X	Odds of Occurence =	AvgCost/ Accdnt
First Party Losses				
Benefits and Workers' Comp	$15,819		21%	$3,310
Property Damage	2,022		74%	1,504
Replacement Labor	10,258		9%	882
Lost Job Time	914		100%	914
Replacmt Transportn	215		95%	204
Third Party Losses				
Bodily Injury	11,714		7%	843
Property Damage	2,413		26%	618
TOTAL				$8,276

The typical fleet operates with a 20-percent annual accident rate. With an average cost of $8,300 per accident, the annual cost can be huge.

The Hunt Valley, MD-based fleet management and leasing company bases this assertion on a new accident cost calculation model it has developed based on its own study of fleet accident costs.

Included in the accident cost calculation model are the main accident expense categories. These include:

- **Benefits and Workers' Compensation**. Included are the costs associated with sick leave, medical benefits, employee rehabilitation, short- and long-term disability, plus life and accident insurance.
- **First Party Property Damage**. This cost is comprised of vehicle repairs, towing and storage of the damaged vehicle, as well as non-vehicle-related company property such as product samples, computer equipment, or test instruments carried in the car.
- **Replacement Labor**. The expenses associated with hiring employees to fill in for an injured driver.
- **Lost Job Time**. Besides actual time off for an accident, this category also includes indirect time lost by employees in filling out accident and medical forms, getting a vehicle repaired, or attending to someone else involved in the accident.
- **Third Party Bodily Injuries**. This includes the average settlement expenses when a company driver is at fault for injuring someone else in an accident.

According to Tom Andrews, vice president of diversified services for PHH FleetAmerica, it is unlikely that all of these cost elements will be incurred in every accident. "Therefore, we must factor into the model the probability of each one occurring," says Andrews. The percentage of probability, along with the costs used in the model, are derived from state and federal government databases, trade associations, the insurance industry, and PHH FleetAmerica's client database. For instance, there is a 74-percent probability that a fleet will have to pay for the repair of a damaged company car regardless of whether its employee was at fault or not. By multiplying accident cost expenses by their odds of probability, PHH FleetAmerica determined the average value of each cost element of a typical accident.

"By adding all cost categories, we find that the total cost of the average accident is much higher than we thought — over $8,000," says Andrews. In addition, a fleet can customize this data based on its specific accident experience if this data exists. Andrews says that a "typical fleet" has a 20 percent accident rate per year.

"If your business operates with a 10 percent net margin, it will require 10 times (the $8,276 accident cost) in sales to pay for the cost of your fleet accidents," says Andrews.

Maintenance Keeps the Bugs Out of Pest Control Fleets

Vehicle maintenance is a high priority for fleet managers at Terminix and Orkin, the top two companies in Automotive Fleet's *listing of the pest control industry's 10 largest fleets.*

Light-duty pickups are the standard fleet vehicle for pest control companies, and must withstand stop-and-go driving on a regular basis.

Pest control companies across the United States share a common link not only in the services they provide, but also in the vehicles they use.

Because of the nature of the pest control business, which may require as many as 18 stops per day, vehicle maintenance is a top priority for keeping vehicles in service and performing optimally. Not only must vehicles be able to withstand stop-and-go driving, but electrical systems must be kept in top condition so that the vehicles have enough power to operate each truck's spray pump system, which draws electricity from the vehicle's battery.

The standard route vehicle for a pest control company consists of a light-duty pickup truck equipped either with a truckbed shell or toolbox with storage compartments. The main consideration when upfitting a pest control vehicle is ensuring that there is enough storage space to transport and protect spray gun applicators, their accompanying pump systems, pesticide holding tanks, ladders, and other assorted tools.

Terminix of Memphis, TN, and Orkin of Atlanta, GA, are national companies heading the list of the largest fleets in the pest control industry. Both fleets make use of efficient vehicle maintenance programs to keep their companies competitive within their industry.

Terminix: Consistent Vehicle Maintenance

The key to keeping pest control vehicles running is a timely-tuned preventive maintenance schedule, and in Terminix Fleet Manager Andy Gunnell's opinion, the key to vehicle maintenance is consistency. Terminix inspects and services its vehicles once per month, with oil, filters, and spark plugs replaced every 3,000 miles. The replacement cycle for Terminix' light-duty pickups is 60 months or 100,000 miles, whichever comes first.

Terminix has 300 branches across the country, not including its franchise locations, and the majority of the Terminix national fleet consists of Dodge Dakota mid-size pickups. Most of these vehicles are fitted with ladder racks and a specially-constructed toolbox that features honeycombed interior compartments to prevent spillage from pesticide containers and to consolidate tools.

After a vehicle is driven to a customer's location, the driver sets up the spray equipment, inspects the site for pests, and applies pesticides if necessary, then moves on to the next location. The average Terminix vehicle makes 14-18 stops per day and accumulates approximately 22,500 miles per year, according to Gunnell.

In addition to light-duty pickups used for field operations, the Terminix fleet also includes passenger cars that are used by sales and managerial personnel, and medium-duty trucks

that are used mainly in California for termite fumigation purposes.

Orkin: Testing a Four-Year Replacement Cycle

Orkin pest control vehicles are inspected and serviced once a month at any of Orkin's national account vendors that is most convenient for the driver. Oil and filter changes occur every other month. Currently, Orkin employs a three-year replacement cycle for its vehicles, but John Willis, fleet manager for Orkin, is testing a four-year replacement cycle, using 20 percent of all the units in the fleet for the test.

"If the drivers know that their vehicles have to last more than three years, they tend to keep them in better shape because it's their livelihoods that are involved here. The program is working well for us."

Ninety-five percent of Orkin's light-duty pickup fleet is made up of Ford Rangers. Each of Orkin's route trucks make an average of 12-15 stops a day and accumulate 2,100 miles per month, according to Willis.

The company has 360 branches across the nation and outsources its maintenance services through a national accounts program that includes vendors such as Goodyear, Firestone, Jiffy Lube, Midas, K-Mart, and local Ford dealers.

Willis is also testing the use of compressed natural gas (CNG) as a potential alternate fuel for his fleet. The CNG test program is being run jointly with Atlanta Gas & Light Co. and Combustion Labs, Inc. of Atlanta, GA, in anticipation of any regulations that may affect the company as a result of the Clean Air Act Amendments of 1990, which mandates alternate fuel use for centrally fueled and maintained fleets. Atlanta, where Orkin is headquartered, Denver, CO, and California are three areas in which Orkin operates that are affected by the legislation. w

Top 10 Pest Control Fleets

Co Name Headquarters	Fleet Mgr.	Co. Owned	Leased	Number of Cars	Number of Trucks/Vans	Total
Terminix Memphis, TN	Andy Gunnell	X	X	950	5,660	6,610
Orkin Atlanta, GA	John Willis	X	X	560	3,855	4,415
J.C. Erlich, Inc. Reading, PA	Richard Yashek	X	—	12	738	750
Ecolabs Pest Elimination; St. Paul, MN	Laura Arvidson	—	X	40	625	665
All-American Termite & Pest Control; Orlando, FL	Richard Rundle	X	—	56	570	626
Western Extermination Irvine, CA	Guy Young	X	—	77	523	600
Truly Nolen of America Tucson, AZ	Lynn Roberts	X	X	244	350	594
Cook's Pest Control Decatur, AL	Dick Scott	X	—	100	425	525
S.C. Johnson Microgen Prism; Racine, WI	Mike Trachida	X	—	0	452	452
Western Industries Parsippany, NJ	Jeanne Morris	X	X	153	294	447
Totals				**2,192**	**13,492**	**15,684**

Treasury Releases Light-Truck Study

GVWR Class	Economic Equivalent Life	Average Useful Life
6,000 lbs.or less	4.1 Years	7.1 Years
6,001-10,000 lbs.	4.4 Years	10.1 Years
10,001-19,500 lbs.	4.8 Years	16.5 Years
19,501-33,000 lbs.	6.6 Years	16.5 Years
Asset Class	4.6 Years	9.4 Years

The U.S. Treasury Department's long-awaited study of the depreciation of light trucks concludes that the lightest vehicles (6,000-lbs. GVW or less) have an equivalent economic life of 4.1 years, while the largest vehicles in the study (19,501-33,000-lbs. GVW) have an equivalent economic life of 6.6 years. Treasury's study divided light trucks into four weight classifications and determined that, overall, 4.6 years is the appropriate equivalent economic life for light trucks.

Treasury Assistant Secretary Kenneth Gideon transmitted the study to the House of Representatives Ways and Means Committee and the Senate Finance Committee in late September 1991. Gideon was careful to state that the Treasury was not recommending that the Congress change the current class life of the vehicles, but that if Congress decided to act, the appropriate class life should be four-and-a-half years instead of the current four years. However, present law requires that light trucks be depreciated during five years, regardless of class life. To change the depreciation period requires repealing current law and the Treasury Department is not recommending that Congress do so.

All Ford Light Trucks to Offer Air Bags by '94

Ford Motor Co. will make driver-side air bags available in all of its light-duty truck models by 1994. Currently, air bags are standard in the Aerostar minivan and Econoline full-sized van. According to Ford, air bags on all other Ford light-duty trucks will be optional when Ford starts phasing them in during the next year. By the mid-1990s, Ford will begin phasing in passenger-side air bags in its light trucks.

CNG Pickups from GMC, Ford for 1992

GMC Truck and Ford Motor Co. will both begin building pickups powered by compressed natural gas (CNG) for the 1992-model year. An initial 100 vehicles built by Ford will go into centrally fueled fleets, the majority of which will be sold to gas utilities and their customers, with more than half of the vehicles going to California-based utility companies. The remainder will go to other U.S. and Canadian customers.

GMC Truck plans to build up to 3,000 3/4-ton CNG-powered Sierra pickups in the 1992-model year. GMC Truck is able to convert the Sierra easily because the CNG-powered model uses the same 5.7-liter engine as the gasoline-powered version of the Sierra, with fuel injectors modified only slightly.

Ford and GM to Produce New Class III-IV Trucks

General Motors and Ford Motor Co. plan to introduce a number of 1992-1/2- and 1993-model year commercial truck models aimed at the Class III and IV segments.

Chevrolet is planning the GP Cutaway Class III and IV as a major new product for the 1993-model year, and is a G-Van cab mounted to a P-Van chassis. Ford is planning a revamping of its popular Class IV F-Super Duty, along with a new 184.4-inch wheelbase model.

NTEA Members Meet with Manufacturers

Nearly 360 representatives of the commercial truck equipment industry, all National Truck Equipment Association (NTEA) members, gathered in Dearborn, MI at the 1992-Model Truck Product Conference in September to discuss with representatives from the Chevrolet Division and Ford Motor Co. body building issues.

The focus of the conference was communication issues between the chassis makers and the manufacturers or distributors of commercial truck equipment.

Masterack Introduces New Line of Pickup Tops

Masterack has introduced the Master-Lite line of pickup tops, featuring an all-aluminum construction and baked-on enamel finish. Other features include extra heavy-duty frames, continuous hinges, heavy-duty latches, and stainless steel paddle handles, tempered safety glass, a standard dome light, and foam-insulated roof that prevents condensation and reduces noise, heat, and cold. The Master-Lite is available with a choice of rear- or side-door configurations, and a reinforced roof is available as an option for installation of the Masterack locking ladder rack.

Circle 208 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending October 10,1991. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
89 BUICK SKYHAWK			
Coupe	5,595	5,650	5,478
Sedan	5,671	5,729	5,558
88 BUICK SKYHAWK			
Coupe	4,534	4,583	4,444
Sedan	4,599	4,645	4,507
90 BUICK SKYLARK			
Cust Sedan	6,729	6,797	6,596
89 BUICK SKYLARK			
Cust Sedan	6,510	6,576	6,382
90 BUICK CENTURY			
Cust Sedan	8,310	8,393	8,142
89 BUICK CENTURY			
Cust Sedan	6,461	6,526	6,332
90 BUICK LESABRE			
Cust Sedan	10,657	10,766	10,446
89 BUICK LESABRE			
Cust Sedan	8,277	8,359	8,109
90 CADILLAC DEVILLE			
Coupe	17,360	17,472	16,955
Sedan	17,475	17,651	17,127
89 CADILLAC DEVILLE			
Coupe	14,398	14,543	14,113
Sedan	14,556	13,704	14,266
90 CADILLAC SEVILLE			
Sedan	17,883	18,062	17,524
89 CADILLAC SEVILLE			
Sedan	14,732	14,879	14,436
90 CHEVY BERETTA			
Coupe	7,736	7,815	7,582
89 CHEVY BERETTA			
Coupe	6,548	6,615	6,417
90 CHEVY CORSICA			
Hatchback 5 Dr	7,426	7,501	7,280
89 CHEVY CORSICA			
Hatchback 4 Dr	7,257	7,329	7,111
90 CHEVY CAVALIER			
Sedan	5,738	5,795	5,622
89 CHEVY CAVALIER			
Sedan	5,109	5,160	5,004
89 CHEVY CELEBRITY			
Sedan	5,834	5,892	5,715
88 CHEVY CELEBRITY			
Sedan	4,656	4,703	4,564
90 CHEVY CAPRICE			
Sedan	8,355	8,434	8,184
89 CHEVY CAPRICE			
Sedan	6,539	6,605	6,409
90 CHRYSLER LE BARON			
Sedan	9,318	9,411	9,131
89 CHRYSLER LE BARON			
Highline Sedan	6,234	6,296	6,106
90 CHRYSLER NEW YORKER			
Salon Sedan	11,096	11,196	10,866
89 CHRYSLER NEW YORKER			
Sedan	9,393	9,479	9,196
89 CHRYSLER FIFTH AVENUE			
Sedan	9,540	9,629	9,344
88 CHRYSLER FIFTH AVENUE			
Sedan	7,446	7,520	7,297
89 DODGE ARIES AMERICA			
Sedan	4,654	4,700	4,558
88 DODGE ARIES AMERICA			
Sedan	3,659	3,694	3,585
90 DODGE SHADOW			
Liftbk 5 Dr	6,346	6,410	6,217
89 DODGE SHADOW			
Liftbk 5 Dr	5,236	5,288	5,130
90 DODGE DYNASTY			
Sedan	8,538	8,623	8,368

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
90 FORD ESCORT			
Htchbk 4 Dr LX	5,520	5,576	5,408
89 FORD ESCORT			
Htchbk 4 Dr LX	4,418	4,460	4,329
90 FORD MUSTANG			
LX 4 Coupe	7,382	7,427	7,206
90 FORD TEMPO			
GL Sedan 4 Dr	6,475	6,542	6,344
89 FORD TEMPO			
GL Sedan 4 Dr	5,196	5,249	5,092
90 FORD TAURUS			
GL Sedan 4 Dr	8,914	9,004	8,736
89 FORD TAURUS			
GL Sedan 4 Dr	6,818	6,886	6,677
90 FORD CROWN VICTORIA			
Sedan	10,418	10,522	10,209
89 FORD CROWN VICTORIA			
Sedan	8,542	8,628	8,370
90 THUNDERBIRD			
Coupe	9,374	9,468	9,186
89 THUNDERBIRD			
Coupe	7,042	8,113	7,765
90 LINCOLN			
Town Car Sedan	17,667	17,844	17,309
Mark VII LSC Coupe	16,750	16,917	16,417
Continental Sedan	14,297	14,440	13,870
89 LINCOLN			
Town Car Sedan	13,931	13,764	13,771
Mark VII LSC Coupe	13,975	14,115	13,696
Continental Sedan	12,910	12,950	13,033
90 MAZDA 626			
LX Sedan 4 Dr	10,025	10,125	9,824
90 MERCURY COUGAR			
LS Coupe	10,080	10,181	9,878
89 MERCURY COUGAR			
LS Coupe	8,599	8,684	8,427
90 MERCURY TOPAZ			
GS Sedan 4 Dr	8,802	8,890	8,623
89 MERCURY TOPAZ			
GS Sedan 4 Dr	6,736	6,803	6,599
90 MERCURY SABLE			
GS Sedan 4 Dr	9,077	9,168	8,844
89 MERCURY SABLE			
GS Sedan 4 Dr	6,930	6,999	6,791
90 MERCURY GRAND MARQUIS			
GS Sedan	12,575	12,687	12,355
89 MERCURY GRAND MARQUIS			
GS Sedan	9,421	9,516	9,231
90 MITSUBISHI MIRAGE			
Sedan 4 Dr	6,259	6,322	6,147
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	4,643	4,690	4,618
90 NISSAN MAXIMA			
SE Sedan	14,447	14,592	14,300
89 NISSAN MAXIMA			
SE Sedan	12,207	12,331	12,090
90 NISSAN SENTRA			
Sedan 4 Dr	8,302	8,386	8,154
89 NISSAN SENTRA			
Sedan 4 Dr	6,213	6,280	6,164
90 NISSAN STANZA			
XE Sedan 4 Dr	8,717	8,805	8,578
89 NISSAN STANZA			
Sedan 4 Dr	6,941	7,005	7,164
90 OLDS CIERA			
Coupe	8,375	8,459	8,208
Sedan	8,060	8,144	7,862
89 OLDS CIERA			
Coupe	6,393	6,454	6,262
Sedan	6,461	6,526	6,332

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
90 OLDS CALAIS			
Sedan	6,852	6,920	6,716
89 OLDS CALAIS			
Sedan	5,968	6,028	5,849
90 OLDS CUTLASS SUPREME			
Coupe	9,240	9,331	9,054
89 OLDS CUTLASS SUPREME			
Coupe	7,440	7,516	7,293
90 OLDS 98 REGENCY			
Sedan	13,382	13,517	13,115
89 OLDS 98 REGENCY			
Sedan	10,294	10,398	10,086
89 PLYMOUTH RELIANT			
Sedan	4,629	4,677	4,540
88 PLYMOUTH RELIANT			
Sedan	3,659	3,693	3,588
90 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	6,328	6,392	6,204
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,236	5,285	5,133
89 PLYMOUTH GRAN FURY			
Sport Sedan	4,611	4,660	4,716
88 PLYMOUTH GRAN FURY			
Sport Sedan	3,799	3,837	3,727
90 ACCLAIM			
Sedan	7,191	7,263	7,048
90 PONTIAC SUNBIRD			
LE Sedan	6,574	6,637	6,439
SE Coupe	6,804	6,873	6,667
89 PONTIAC SUNBIRD			
LE Sedan	5,404	5,519	5,354
SE Coupe	5,611	5,668	5,500
90 PONTIAC 6000			
LE Sedan	8,209	8,293	8,043
89 PONTIAC 6000			
Sedan	6,070	6,128	5,948
90 PONTIAC GRAND AM			
LE Sedan	7,765	7,843	7,610
89 PONTIAC GRAND AM			
LE Sedan	6,456	6,523	6,330
90 PONTIAC BONNEVILLE			
LE Sedan	10,661	10,090	10,469
89 PONTIAC BONNEVILLE			
LE Sedan	8,223	8,304	8,060
90 PONTIAC GRAND PRIX			
Coupe	9,450	9,543	9,256
89 PONTIAC GRAND PRIX			
Coupe	7,561	7,637	7,409
90 SUBARU LEGACY			
Sedan 4Dr	8,344	8,424	8,259
90 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,820	9,919	9,723
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8,089	8,169	8,009
90 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,480	7,555	7,408
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,331	6,394	6,267
90 TOYOTA CRESSIDA			
Sedan Deluxe	15,536	15,691	15,381
89 TOYOTA CRESSIDA			
Sedan Deluxe	12,897	13,028	12,769
90 VOLKSWAGEN JETTA			
Sedan 4 Dr	8,274	8,358	8,188
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,760	6,829	6,692
90 VOLVO			
240 DL Sedan	12,813	12,941	12,687
89 VOLVO			
240 DL Sedan	10,798	10,906	10,690

PRODUCTS/SERVICES

Down unit will lift, slide, secure, and lock the ladder on the ladder rack bows. *The Crown Divisions.*

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DINERS CLUB FREQUENT BUSINESS TRAVELERS PROGRAM is targeted at travelers who take 10 or more business trips per year. Points are earned for every eligible dollar charged to the card, which can be redeemed for merchandise, leisure travel packages, and extra frequent travel miles and points from major travel suppliers. Other benefits include: up to $25,000 primary collision damage insurance on car rentals charged to the card, insurance for baggage, air travel accident insurance, and access to more than 70,000 automated teller machines worldwide. *Citicorp Diners Club Inc.*

Circle 205 on Inquiry Card

NEW HAZARDOUS WASTE DISPOSAL SOLUTION offered by Safety-Kleen Corp. The new product contains and absorbs small spills

and leaks at automotive repair and industrial firms. Safety-Kleen Absorbent is made from all-natural, ground corn cob, a renewable and fuel-blendable resource. The corn absorbent functions as well as clay, which has been a popular absorbent for years. Clay, however is disposed of in landfills after use and many fluids absorbed by clay are considered hazardous wastes. Safety-Kleen is blended into fuel and burned to recover its fuel value. *Safety-Kleen Corp.*

Circle 206 on Inquiry Card

NEW DEVICE ELIMINATES PARKING TICKETS. The "Parking Timer" key will alert the user when the set time has expired. It will also sound the alarm at both 10 minutes and five minutes remaining, giving the user enough time to avoid a ticket. Its 15-hour capacity makes it useful in any parking situation. *Charles Allyn International.*

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Cost Per Gallon

City	Full-Serve	Self-Serve
Juneau, AK	175.9¢	152.9¢
Birmingham, AL	127.9	106.4
Tucson, AZ	125.4	91.2
Oakland, CA	149.6	116.9
Hartford, CT	140.9	128.6
Maui, HI	207.9	157.6
Rockford, IL	148.7	113.7
Louisville, KY	138.9	100.9
Minneapolis, MN	161.6	118.9
Rolla, MO	114.9	90.6
Brooklyn, NY	136.7	120.9
Tulsa, OK	145.2	99.9
Charleston, SC	127.4	104.9
Corpus Christi, TX	134.4	108.4
Seattle, WA	147.9	115.4

The average U.S. full-serve gasoline price for the month of October was 137.6 cents per gallon. The average U.S. self-serve gasoline price for the month of October was 115.2 cents per gallon. Survey conducted during the first five working days of October 1991.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.